



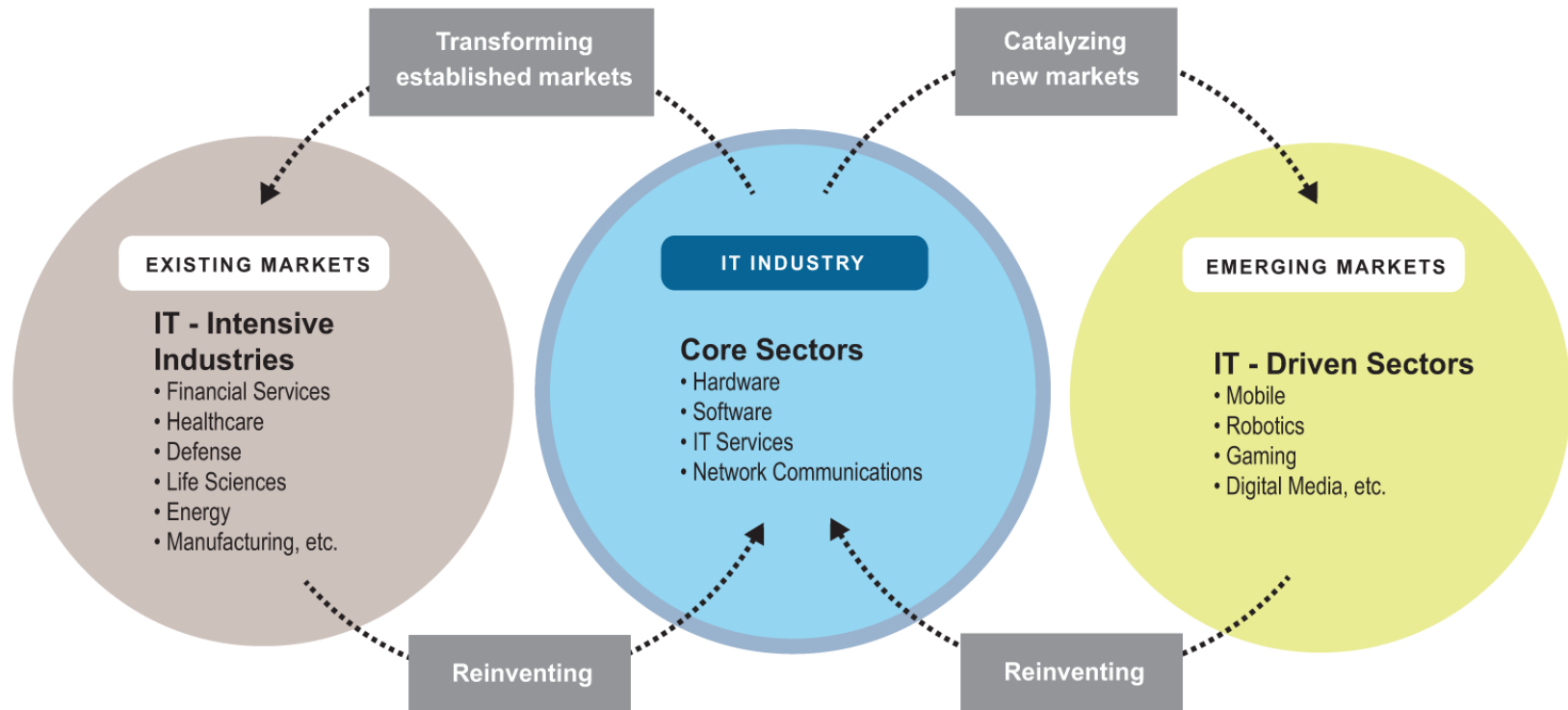
OPPORTUNITIES FOR EMPLOYMENT IN MASSACHUSETTS

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Verizon New England
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Massachusetts Information Technology Industry Ecosystem

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The IT Industry reinvents itself in interaction with existing industries, emerging technology sectors, markets and the dynamic innovation environment in Massachusetts.



Massachusetts Tech Sector

- **13,500 total tech companies** in MA (1,746 new firms added 2009-2012)
- **214,600 of the MA employees** are in the tech sector
- **19.2% (633,300) of MA workers directly & indirectly employed** by tech & tech-induced jobs
- **\$121,000 average annual wage**
- **\$160 billion in total economic output**

The Boston Globe

February 10, 2015

Massachusetts Workforce is Techiest in Nation

Nearly one in 10 Massachusetts workers is employed in fields such as software, telecommunications, and technology manufacturing...

...Massachusetts added 8,600 technology jobs last year, the fourth-largest growth of any state...

...spending by technology businesses and their employees supports more than 400,000 jobs across the state in other sectors, from public relations to pizza parlors....

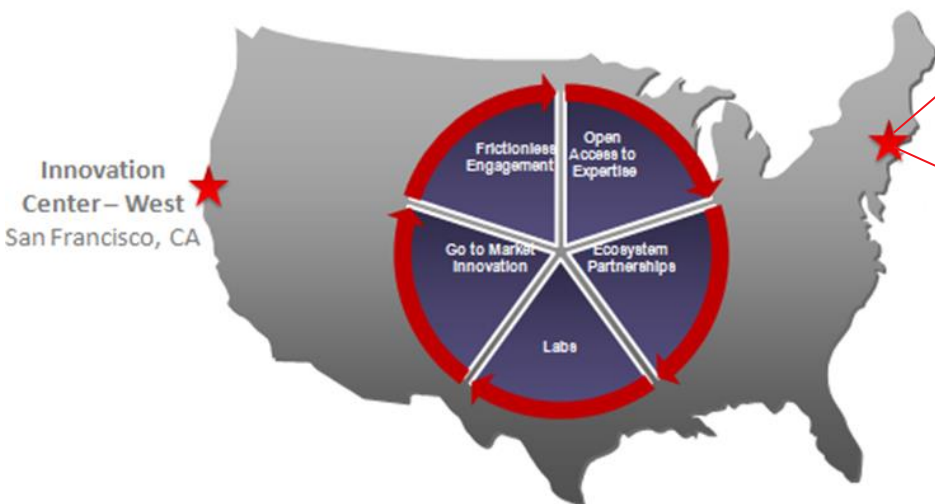
- **27% of all MA patents** are for computers and communications hardware
- **24% of all IPO capital raised in MA** for 2014 was from tech
- **23% of all MA undergraduate and graduate STEM degrees** are in Computer & Information Sciences
- **Software, internet, and semiconductor companies** are among the fastest growing MA firms
- **\$6.8 Billion in state & local taxes** generated by IT sector

Sources: "2015 State of Technology Report," Massachusetts Technology Leadership Council, 2015; "2014 State of Technology Report," Massachusetts Technology Leadership Council, 2014; Deloitte Technology Fast 500, 2014; "Index of the Massachusetts Innovation Economy," Massachusetts Technology Collaborative, 2014; PwC/NVCA MoneyTree Report, Data: Thomson Reuters "State New Economy Index," Information Technology and Innovation Foundation; "Tech Starts: High-Technology Business Formation and Job Creation in the United States," the Kauffman Foundation, 2013; "Cyberstates 2015: The Definitive State-by-State Analysis of the U.S. Tech Industry," CompTIA; "Massachusetts Workforce is Techiest in Nation," Boston Globe, February 10, 2015.



Fostering Innovation- People, Technology, Collaboration

Ushering in the “Connected Everything” Age



Innovation Driven: No fees, No IP, No exclusivity

Verizon Innovation Center – East
Waltham, MA

Platform for the new economy

Working closely with inventors, innovators and entrepreneurs to finding new ways technology can provide the platform to deliver solutions in healthcare, education and energy management, innovation and social change.

Powerful Answers



ALDATU BIOSCIENCES Boston - Changing infectious disease treatment through innovative diagnostic solutions for people with HIV - **\$250,000**



SchoolYourself Boston – An education platform providing tools for interactive lessons specific to each student's needs - **\$250,000**



\$1,000,000 Winner - Vaxess Technologies, based in Cambridge, MA, has created a soluble, silk-stabilized vaccine that can be shipped without refrigeration, and extend the global reach and access to vaccine products.



Talkit! Boston - Software that translates distorted pronunciation to understandable speech for people with speech and motor disabilities - **\$250,000**



Workforce Development Initiatives

Verizon Foundation – invests in STEM education

- \$140,000 in STEM grants to underserved K-12 schools in Boston, Brockton, Chelsea, Lawrence, Lowell and Revere
- Verizon Innovative App Challenge (Westford Academy won)
- Verizon Innovative Learning School – Assabet Valley Technical School in Marlboro
- MA STEM Council support; MA STEM Summit

Workforce Investment Boards

- Boston PIC – board leadership, job shadow days, career awareness, summer interns and Classroom at the Workplace support
- Board seats on Merrimack Valley WIB, North Shore WIB, Lowell WIB and Springfield EDC
- Stan Usovicz, chair of MA Workforce Investment Association

Other economic development initiatives:

- MA Tech Hub Caucus
- MassChallenge sponsor

A Great Place To Work

Providing a rewarding culture and great careers

- *Training* magazine: #1 for best training program 2014
- *Diversity MBA* magazine: Top 100 under 50 Diverse Executive & Emerging Leaders 2014
- *Working Mother* magazine: Among the Best Companies for Multicultural Women – 9 straight years
- *Military Friendly*: Top 10 Military Friendly Employer 2015
- *Careers & the disABLED Magazine*: Top 50 Employer 2015





Verizon Employment Resources

Significant on-line postings –

- “DirectEmployers Association, Inc.” access to:
 - >20 Diversity Job posting sites
 - >16 Disability Job posting sites
 - >20 Military Network Job posting sites (MA Veterans via MA State Workforce site – <http://mass-veterans.jobs>)
 - State Job posting site: www.web.detma.org/JobQuest
- Community Colleges and Universities
- Monster Diversity Job Network



Verizon Employment Partnerships

Local Job Fairs/Career Showcases:

- Suffolk University
- Mt. Holyoke Community College
- Simmons College
- University of Massachusetts – Boston
- Westfield State
- Emmanuel College
- Lasell College
- Roxbury Community College
- Career Centers
- Veterans Outreach Programs/Centers
- Centers for Women and Enterprise



Strategies for Employment

- Improve data gathering and dissemination of state's workforce needs, partner with industry/academia to ensure education/training pipeline of workers match skill sets for job opportunities.
- Educate and connect job seekers to live & virtual platform hiring events, particularly in the area of STEM positions that are needed across multiple industry sectors
- Work with state's tech leaders to harness the power of "Big Data" to improve state services and reduce barriers to realize successful matches between job seekers and employment opportunities.
- Deploy performance and job placement metrics system consistently throughout state to qualitatively quantify information that can inform enhancements to the workforce system.
- Replicate best practices: Example: Veterans Employment Counseling in the Plymouth Career Center